

The city's bonds are well above par, and are in demand.

A progressive, enterprising spirit pervades the business life of the city, and its citizens are eager to welcome and encourage any and all legitimate enterprises. The Chamber of Commerce and the Petersburg Investment Company, of which I will speak more particularly later on, are putting forth every effort to induce meritorious business enterprises to locate here, and the latter company stands ready to render material assistance in the establishment of such enterprises as will promote the welfare of the city.

Desirable labor can be secured at a reasonable cost, and there is a cheap and abundant electric power developed by water. Well-located sites are easily secured. The transportation facilities, as already stated, are exceptionally good; freight rates are low, and banking facilities ample. All these features combine to render Petersburg a most attractive point for the location of manufacturing establishments or other lines of business.

#### Business Conservatism.

It is the boast of Petersburgers that while the people are always strictly business, they never grow wild, and are ever as conservative as it is necessary to be. A local paper has but recently rehearsed this just claim by setting forth that while it is one of the most substantial and thrifty cities in Virginia or in the South, Petersburg is and has always been noted for its conservatism and contentment for the mushroom methods so much in vogue in the recent past. When the boom spirit in Virginia was at its high-tide, and values in the hands of speculative manipulators were inflated to fabulous and proportionate rates, the solid business men of Petersburg set their faces firmly against the introduction of such methods here, preferring the normal and natural growth, even though a little slower, which meant permanent and enduring results. The growth of business in volume and profit has been steadily onward and upward at a constantly-increasing rate. Commerce has extended far beyond natural trade lines, manufacturers have almost doubled in the last decade, new buildings are going up in all parts of the city, additional banking institutions are springing into existence to meet the requirements of business, and the demand for skilled labor at remunerative wages is greater than it ever was before in the history of the city.

#### The Chamber and the Investment Corporation.

Petersburg had a Chamber of Commerce twenty years before Richmond had any such trade organization. It is true that the chamber has not had a continued existence. In fact, at one time, it remained for a while in a state of innocuous desuetude, but a few years ago it was reorganized, and is to-day one of the liveliest and most up-to-date organizations of its kind in the South. The officers are Augustus Wright, president; Charles Hall Davis, first vice-president; W. F. Heath, second vice-president; Edwin S. Charles, secretary and treasurer. Board of governors—Augustus Wright, Charles Hall Davis, T. F. Heath, Bartlett Roper, Sr., Robert Cabaniss, J. W. Seaward, E. R. Synner, Isaac Cohen, and M. C. Jackson. Every business concern of any importance in this city are members of the Chamber of Commerce.

Recently the Petersburg Investment Corporation has been organized, as a helper and adjunct to the Chamber of Commerce. The salient features of the corporation are its business conservatism, its side over the destiny of the chamber serve the investment corporation in the same capacity. The object of this corporation is to boom the manufacturing interests of this city and suburbs. Each member of the corporation is a subscriber to the stock to at least one thousand dollars, payable in cash. The business of the investment corporation, in a few words, is to take stock in and assist in the development of manufacturing enterprises of other industries that wishes to locate in Petersburg. This corporation is expected to perform wonders in the line for which it was instituted. The enthusiasm of its members and the business conservatism of its leaders, and the fact that all the business men of Petersburg concerning its mission is wonderful. It may be said that the investment corporation is one of the liveliest and most strictly business institutions of its kind in any city in the South. Another one which is like it and of equal capacity for building up the community in which it is located is probably not in the South. The chamber of commerce has accomplished great things for the city, and the investment corporation has already laid plans for vast industrial development.

#### The Diversion Scheme a Success.

What has been achieved is small in comparison with the possibilities of the near future. Two public enterprises of the utmost importance to the development and greatness of Petersburg are nearing completion. One is under the control of the United States government, and is known as the diversion scheme, a unique engineering project to control the floodwaters of the Appomattox River and to insure a depth of water in the harbor

#### Pimples Off In 5 Days

The New Calcium Sulphide Treatment Does Wonders to Every Kind of Skin Eruption.

#### Urgent Package Sent Free To Prove It.

You don't want to wait forever and a day to get rid of your pimples or other skin eruptions. You want to get rid of them right now. Next week you want to go somewhere where you wouldn't like to have to take the pimples along. You can get rid of them just in time by taking Stuart's Calcium Sulphide. These wonderful little workers have cured bad heads since they were the worst cases of skin disease in a week.

They contain as their main ingredient the most thorough, quick and effective blood cleanser known, calcium sulphide. Remember this, too, that most pimple treatments seek with violent and they are miserably slow healers.

Stuart's Calcium Sulphide have not a particle of poison in them. They are free from mercury, biting drugs or venomous ointments. This is absolutely guaranteed. They cannot do any harm, but they always do good—good that you can see in the mirror before your own eyes a few days after.

Don't be any longer humiliated by having a spotted face. Don't have strangers stare at you or make your friends be ashamed of you because of your face. Your blood makes you what you are. The men and women who forge ahead are those with pure blood and pure faces. Stuart's Calcium Sulphide will make you happy because your face will be a well-comely sight not only to yourself when you look into the glass, but to everybody else who knows you and talks with you.

We want to prove to you that Stuart's Calcium Sulphide are beyond doubt the best and quickest blood and skin purifier in the world—so we will send you a free sample as soon as we get your name and address. Send for it to-day, and then when you have tried the sample you will not rest contented until you have bought a 50-cent box at your druggist's. Send us your name and address to-day and we will at once send you by mail a sample package free. Address: P. A. Stuart Co., 99 Stuart Bldg., Marshall, Mich.

## BUILDINGS IN WHICH PETERSBURG'S FOUR STRONG BANKS DO BUSINESS



THE NATIONAL BANK

APPOMATTOX TRUST CO

PETERSBURG SAVINGS & LOAN CO

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that will accommodate the largest vessels known to commerce.

The highway bridge has been completed, and it has been named the "Bishop Bridge," in honor of Carter R. Bishop, who may be called to be the hero of the diversion scheme. The railway bridge on the Atlantic Coast Line, the superstructure of which is all steel, with concrete piers and abutments, will be finished in a month, the material being on the ground. The diversion canal is completed from the Atlantic Coast Line embankments to the lower end. The upper end will be finished in a few weeks. Workmen say the dam will be finished in a month, and that will complete the entire project. Petersburg will then have two sources of water, and an additional appropriation from Congress, which has already been voted, will give sixteen feet, and there is no doubt that the next Congress will make an appropriation to increase this to eighteen feet, and this will be further increased when the government sees fit to deepen the water on Harrison Bar in the James River. However, eighteen feet will accommodate coastwise trade, and that is all that Petersburg wants with the Appomattox River. If the government gives deeper water at Richmond or City Point, Petersburg will, of course, get the advantage of it.

#### Mighty Water Power.

The other great project referred to is owned and controlled by Mr. Frank Jay Gould, of New York, on which he has spent nearly a million dollars, and which is second in importance to the diversion scheme in its relation to the future of Petersburg. With a quick and clear apprehension of its possibilities, Mr. Gould has possessed himself of the superb and unsurpassed water-power of the Upper Appomattox River, and has employed the best engineering talent of the country in storing it so as to make it available in the production of electricity for power of every description. It is estimated that this great water-power supply from this source power at a reasonable rate sufficient to more than meet all the manufacturing requirements of Petersburg, Richmond, Norfolk, and neighboring cities and towns.

Mr. Gould's purchase of the Appomattox River water-power was a great thing for Petersburg. The big dam on the Appomattox, five miles above the city, is seventy feet high, and the water-power being developed in fifteen thousand horse, which will give power for manufacturing interests, world without end, for this water-power, brought to electric power, will be enormous. The water comes from a dam five miles by a canal with a seventy-foot fall, and this gives the fifteen thousand horse-power at the locks and at the dam. The machinery and everything necessary for the development of this power has been purchased, and everything is ready to complete the development. When it is completed Petersburg will be open with cheap power to all sorts of manufacturing interests. This, undoubtedly, will be the power to move all the cars of the Virginia Passenger and Power Company on all of its lines. Indeed, the future for manufacturing is great.

#### Manufacturing Centre Now.

But Petersburg is already a manufacturing centre. The most important lines are those of tobacco, cotton and peanuts, with many others following close in point of magnitude and value. Petersburg is one of the oldest tobacco markets in the State, beginning its history as such in the Colonial days. The section contiguous, embracing the counties of Dinwiddie, Brunswick, Amelia, Lancaster, Prince Edward, Charlotte, Mecklenburg, etc., is famous for the quality and flavor of its tobacco, and for export purposes it is very superior. It has the largest export tobacco manufacturing in the United States, producing 8,000,000 pounds (valued at \$1,500,000) of the total 10,000,000 pounds of plug tobacco exported from the United States. There are also several large factories devoted exclusively to the manufacture of tobacco for the domestic trade. The capacity of the warehouses of the city is about 12,000 hogheads, and the total number of persons employed

in all branches of the tobacco trade is about 3,500, whose wages aggregate \$550,000.

The cotton manufacturing business is also one of the most important industries of the city. There are located here five large cotton factories in active operation, running on full time, and using the greater part of the 10,000 bales received in the city, a large portion of which is of Virginia growth. Received from the adjacent counties, Genaburgs, sheetings, duck and yarns are the principal varieties of goods manufactured, much of which is exported to China, Central America and other points. The capital employed in these mills is about \$600,000; hands employed, 750; number of spindles, 30,000; looms, 500; manufacturing annually 11,000,000 yards of cloth and 100,000 pounds yarn and sewing thread. The annual value of the product exceeds \$700,000.

Petersburg also claims pre-eminence in the peanut trade of the country, and dominates to a considerable extent the markets in this commodity. The peanut holds a high place in the city line, stretching away through the rich belt of counties to the east and south, down through the Carolinas. Estimates place the Virginia crop at 650,000 sacks of four bushels each. A large quantity of these nuts are handled in Petersburg, where there are five large factories, in which the cleaned nuts are cleaned, assorted, polished and sometimes shelled for the markets of the country. The capital invested in these plants is about \$100,000; hands employed, 500; annual wages paid, \$60,000; annual output, 2,800,000 bushels; value of output, 2,500,000; and independent commission dealings, \$500,000.

#### There Are Many Others.

The above does not tell all about this city's manufacturing interests. Silk mills of large capacity and output are another industry of importance, employing about 500 hands. The bark, sumac and extract works located here give employment to hundreds of people in town and county, and have a product of five or six thousand tons

of ground bark, and 6,000,000 pounds of ground sumac leaves. The manufacture of fruit baskets and crates is a large enterprise, in which are utilized 1,000 cords of poplar and gum logs, and over 1,000,000 feet of sawed lumber annually. The lumber shipped, aggregating 50,000,000 feet per year, is valued at \$400,000.

There are four planing mills in the city, doing a business of about \$250,000; one barrel-head factory, and two large ice factories with a daily capacity of forty tons.

Many other manufacturing enterprises are located here, and their products are of great value. Among these is a fertilizer factory which unloads from 100 to 150 vessels per year, its capacity being 20,000 tons; a paint factory, which turns out 3,000 pairs a week; a hosiery factory, and a number of others for the manufacture of clothing, bags, hats, soap, candles, candy, snuff, canned goods, cigars, harness, paper boxes and wagons.

#### Trunks Scatter Money.

I have already spoken of the trunk and bag manufacturing interests here. The four factories in operation employ a great many people, and their pay rolls are simply enormous. The Seward Trunk and Bag Company operate the largest trunk factory in the world. Their establishment covers ten acres of ground, and one thousand wage-earners work therein. They pay out for labor about \$375,000 per annum. This does not include salaries for office force and the thirty traveling men who are constantly on the road. The Seward Company sells the product of their factory in nearly every State in the Union and export to foreign countries as far as South Africa. They have a tremendous business in South America. Mr. Simon Seward started this business in 1852, in a small way. The establishment now makes two trunks and four handbags per minute ten hours of each working day in the year. It is unnecessary to say that this enormous factory is equipped with all the latest machinery, and their pay

The estimate of the city's jobbing business, with such retailing as cannot be separated from it, is about \$12,000,000. Add to this the sales of the products of the manufacturing (\$15,000,000), and the real estate, banking, railway and shipping and other miscellaneous lines, and the total business per annum of this live city will foot up about \$25,000,000.

The principal jobbing lines are gro-

ceries and provisions, dry goods, clothing, boots and shoes, this last-named line alone amounting to more than \$1,500,000.

The tremendous wholesale shoe establishment of the Augustus Wright Company, on Washington Street, with its manufacturing facilities and its enormous warehouse, is an evidence of the rapid growth of Petersburg and its jobbing interests within the past decade, and serves in this letter as a sample of the way Petersburg does things. The Wright Company's warehouse, which is 200 feet deep by 85 feet wide, with railway tracks running in the yard, is full from cellar to garret with all manner of footwear, from the best shoes for ladies to the heavy brogan for the farm hand. This concern travels twenty-four men regularly and does business in every Southern State except Texas. Their business last year was over a million dollars, and the increase for the months of the present year as compared with those for the same months of last year indicate that they will come somewhere in the neighborhood of a two-million-dollar business in this year 1907.

It is a saying in Petersburg that the Augustus Wright Company is an "all Wright" concern, the company being composed of Mr. Augustus Wright and his four sons, Augustus Wright, Jr., G. C. Wright, R. H. Wright and H. E. Wright. The concern has a splendid reputation on its own brands of shoes, "Farmers and Mechanics," "High Art," "Cookade City," "Appomattox Standard," "Virginia Vici," and others. It seems but a short while back that this enormous business started from a very small beginning.

#### Building Improvements.

The building improvements of last year reached \$300,000. They will exceed that figure this year. Such investments realize from eight to ten per cent, and the average annual increase in all branches of trade and manufacture in the city for the past few years has been fully twenty per cent, making it necessary for the jobbing houses to materially increase their traveling force. The business of the three banks has also kept pace with the growing business of the city, showing a general increase of twenty per cent, over previous years. The bonded debt of the city is \$1,261,000, which was incurred in aid of public

improvements, especially of railroads. The annual income of the city from all sources is about \$250,000, and the annual regular expenditures about \$213,000.

Taken first and last, small or large, if there is a more energetic city and one with a brighter future than the Cockade City, on the Appomattox, anywhere in the South, I have not found it.

FRANK S. WOODSON.

#### The Water Company.

The Northside Light and Water Company, with a capital stock of \$50,000, maximum of \$100,000, has been organized and incorporated by residents of Chestnut Hill and Highland Park.

The objects of this corporation, as set forth in a pamphlet issued by the management, are to furnish a plentiful supply of water for fire protection, by means of a storage tank with sufficient elevation to throw water over any house in the neighborhood, thereby greatly reducing the cost of installing electric lights for the streets and private houses, together with power for fans and electric pumps, all of which, it is argued, will greatly improve the value and attractiveness of the property.

It is the desire of the incorporators, the pamphlet says, "to make the company a mutual company, owned and controlled by residents of the territory to be served."

The officers and members of the board of directors for the first year are as follows: T. Goodwin, president; F. F. Rennie, vice-president; C. D. Wilder, treasurer; H. M. Starke, secretary; Directors: J. T. Goodwin, F. F. Rennie, C. D. Wilder, A. L. Starke, Albert F. Dalton, James C. Bowman.

#### Ginter Park.

Rapid progress is being made by the contractors who are putting up the many residences in Ginter Park. One great reason for the popularity of this section is that the styles of houses are of the most modern and attractive types, having character and originality, and are a departure from the conventional designs.

The demand for property in Ginter Park is steadily increasing, and several more sales have been virtually closed. About one-half of the lots on Chamberlayne and Seminary Avenues as far north as Laburnum have already been disposed of, and the choice locations on Brook Turnpike and Cottage Avenue are now being picked up.

The company is almost overwhelmed with applications from clients who wish to rent homes, but is unable to supply the demand. Two residences have recently been completed by the company for sale, and a third is now building. They are up-to-date and fully equipped with modern conveniences.

#### FIREPROOF HOUSES ARE THEY POSSIBLE?

(Continued from First Page.)

maximum of protection at the minimum of cost to each individual. As things are now our fire waste is costing us in the neighborhood of \$2.00 per capita per year. In Europe the cost of fire average, but about thirty cents per capita. Incidentally, the entire cost of operating some of our municipalities only reaches six or seven dollars per capita, from which figure it may be seen what a grinding tax fire has become upon us.

#### Another Salvator Colt Dies.

Mr. R. F. Carman, who has just entered the racing field of sport, met with a serious loss last Tuesday. On Saturday his two-year-old entry for the Nursery Stakes at Washington, the chestnut colt Salvator, by Salvator—Colt was taken with a fever and died on the day mentioned. The colt had won in California and was most promising. Misfortune seems to follow the lot of that great race-horse Salvator. Mr. Carman, while having the sympathy of all good sportsmen, will not need condolences, as he is too good a horseman and sportsman to be cast down by even much severer losses.

#### A Woman's Way

Nothing appeals so strongly to good housekeepers as sweet and wholesome baking. That's why over half a million satisfied women use Good Luck—the reliable Baking Powder sold at 10c a pound in the new patent moisture-proof and air-tight can.

#### GOOD LUCK Baking Powder

gives best results always. No woman who bakes should be without it.

Many handsome presents given for label coupons. Get Good Luck to-day. If not at your dealer's, write THE SOUTHERN MFG. CO., RICHMOND, VA.

We cordially invite the public to call and see our Easter display of Plants, Hyacinths, Tulips, Jonquills, Lilacs, Azaleas, Rambler Roses, &c.

#### Mann & Brown, Florists,

5 West Broad Street.

#### CAPUDINE CURES COLDS AND GRIPPE

It removes the cause, soothes the nerves and relieves the action and relieves the action and relieves the action. It is a relief. Headache and Neuralgia also. No bad effects. 10c, 25c and 50c bottles. (Liquor.)

#### LUMBER

Soft, Blended, Durable, Buildings, and all other construction materials. WOODWARD & SONS, Richmond, Va.

## RESIDENTIAL SCENE ON SYCAMORE STREET, PETERSBURG

